

Federal Aviation Administration

Small Business Development Program News

DIRECTOR'S CORNER



2010 was an exciting year for the FAA's Small Business Development Program. FAA awarded the largest small business contract in the agency's history, \$1.15B over 10 years to Metron Aviation, Inc., for system engineering and research support services in support of NextGen/Systems Engineering 2020 activities.

We bid a fond farewell to the agency's Small Business Advocate, Acquisition Executive, and Vice President for Acquisition and Business, James H. Washington who retired January 1, 2011 after 33 years of government service. We welcome Patricia McNall the agency's new Small Business Advocate, Acquisition Executive, and Vice President for Acquisition and Business.

While the FAA is a leader among federal agencies in doing business with small businesses, there is still much to do. Program managers and acquisition personnel are encouraged to support the agency's national outreach initiative to the small business community by participating in the upcoming Annual FAA National Small Business Procurement Opportunities Training Conference and Trade Show, July 18-21, 2011 at the Taj Mahal Conference Center. As we transition from air traffic control to air traffic management, come to the conference to see the latest technology exhibited by small and large businesses, participate in information packed workshops and town hall discussions surrounding NextGen and other NAS related topics.

Inez C. Williams
Director, Small Business Development

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What We Do

- Write FAA Small Business Development Program policy and guidance
 - Set annual direct contract and subcontracting goals for small businesses, women-owned small businesses, small businesses owned and controlled by socially and economically disadvantaged individuals, service-disabled veteran-owned small businesses for the participation in FAA acquisitions
 - Establish mechanisms for monitoring and evaluating the effectiveness of the small business program
 - Ensure FAA-wide implementation and accomplishment of small business objectives
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Effective October 12, 2010, new changes to the AMS were made in consonance with recently published Federal Acquisition Regulation changes:

AFFECTED AMS POLICY, GUIDANCE AND CLAUSE	REVISIONS
GUIDANCE: T3.6.1-4, Subcontracting with Small Business	In procurements estimated to exceed \$650,000 (\$1,500,000 for construction) the CO must incorporate subcontracting provisions (including attainable and reasonable subcontracting goals for the participation of small businesses, small businesses owned and controlled by socially and economically disadvantaged individuals, women-owned small businesses and service-disabled veteran-owned small businesses).
GUIDANCE: T3.6.1-7(c), Contract Bundling	Benefits shall be equivalent to 10% if the total anticipated contract value is \$94 million or less; or 5% if the contract value exceeds \$94 million.
POLICY: 3.6.1.3.5, Noncompetitive Awards to SEDB (8(a)) Vendors	Noncompetitive Awards to SEDB (8(a)) Vendors - Individual procurements may be noncompetitively awarded to SEDB (8(a)) vendors when the anticipated total value of the procurement (including all options) is \$6.5 million or below for procurements assigned manufacturing North American Industry Classification System codes and \$4 million or below for all other procurements.
CLAUSE: 3.6.1-4, Small, Small Disadvantaged, Women-Owned and Service-Disabled Veteran-Owned Small Business Subcontracting Plan (October 2010)	(9) Assurances that the offeror will include the clause of this contract entitled "Utilization of Small Business Concerns" in all subcontracts that offer further subcontracting opportunities, and that the offeror will require all subcontractors (except small business concerns) that receive subcontracts in excess of \$650,000 (\$1,500,000 for construction of any public facility) with further subcontracting possibilities to adopt a subcontracting plan that complies with the requirements of this clause. (C) If a prime Contractor and/or subcontractor is performing work for more than one executive agency, a separate report shall be submitted to each executive agency covering only that agency's contracts, provided at least one of that agency's contracts is over \$650,000 (over \$1,500,000 for construction of a public facility) and contains a subcontracting plan.



Electronic FAA Accelerated and Simplified Tasks (eFAST)

All About eFast

The FAA is excited to continue promoting the recently established contract vehicle of choice for small businesses – the eFAST Program which is co-sponsored by the FAA Small Business Development Group. eFAST is a multi-year Master Ordering Agreement (MOA) program offering a broad technical scope, many contract and award types, and a wide array of labor categories with fixed ceiling rates. eFAST is quickly fulfilling its destiny as the FAA's preferred acquisition vehicle for fulfilling Agency Small Business goals.

In October of 2009, the FAA entered into multiple MOAs with small businesses, 8(a) certified firms, socially and economically disadvantaged businesses, and women-owned businesses to provide comprehensive management, engineering and technical support services. Currently, there are 246 pre-qualified vendors, qualified in one or more of these functional areas: air transportation support, business administration and management, research and development, systems engineering, computer/information systems development, computer systems support, documentation and training, and/or maintenance and repair.

Since its inception, the eFAST program has made its mark by leveraging simplified acquisition thresholds, standardized submission

requirements, negotiated internal approvals, and automated the process to expedite the delivery of services to FAA program offices. More importantly, the gains achieved with rapid procurements and efficient administration has not eroded the program's commitment to acquisition excellence. In its first year, the program awarded over 120 contracts (representing over \$500M in total contract value). The contract awards were both competitive and non-competitive. The competitive award base represents 66% of total contract awards.

The continuing goal of the eFAST program is to create a procurement vehicle with more customer service and less bureaucracy that is based primarily on getting the most value for taxpayer money and dedicated to improving the small business vendor's contracting experience.

The eFAST Open Season has begun. New vendors and existing MOA holders are encouraged to apply for and expand their span of approved contracting areas either by adding functional areas or by adding subcontractors to their delivery teams.

For more information on eFAST visit the website at <http://www.faa.gov/go/efast>

eFAST Team Contact Information

Contracting Officers:

Joe Carey	(202) 267-5814	joe.carey@faa.gov
Melicent Nhan	(202) 267-3210	melicent.nhan@faa.gov
David Gale	(202) 267-4039	david.gale@faa.gov

Contracting Officer

Technical Representative:

Alan Behr	(202) 267-3213	alan.behr@faa.gov
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Women Owned Small Business

On December 21, 2000, Congress enacted the Small Business Reauthorization Act of 2000, Public Law 106-554. Section 811 of that Act added a new section 8(m), 15 U.S.C. 637(m), authorizing Federal contracting officers to restrict competition to eligible women-owned small businesses (WOSBs) or economically disadvantaged women-owned small business for Federal contracts in certain industries. However, the required Federal Acquisition Regulation procedures needed to implement WOSB competitive procurements were not established at that time.

On October 7, 2010, the U.S. Small Business Administration published a final rule effective February 4, 2011, aimed at expanding federal contracting opportunities for WOSBs in 83 eligible industries in which women are underrepresented in the federal marketplace.

The Final Rule sets forth procedures authorized by the Small Business Act to help

ensure a level playing field on which WOSBs can compete for Federal contracting opportunities, while helping achieve the existing statutory goal that 5 percent of Federal contracting dollars go to women-owned small businesses.

A complete listing of the eligible industry codes for the WOSBs Federal Contract Program can be found on the SBA's WOSBs web page <http://www.sba.gov/wosb>.

The Acquisition Management System is scheduled to be amended during April 2011 to establish the required procurement policies and guidance needed to implement WOSBs competitive procurements within the FAA. Procurements restricted to WOSBs are not authorized until such time.

What is eSRS?

The Electronic Subcontracting Reporting System (eSRS) is a web-based system that provides a single point of entry for federal government subcontracting requirements and reports. This centralized database automates the business processes for completion and submission of Individual Subcontracting Reports and Summary Subcontracting Reports.

Subcontracting requirements should be a subject for review and discussion at post award conferences. Also, it is important to monitor contractor performance in meeting goals. This is particularly important early in the life of the contract when the majority of subcontracts will be awarded. Prompt corrective action should be taken if it

appears that a contractor will not meet its subcontracting goal.

The procurement team should notify the Small Business Development Program Group or Small Business Liaison Representative of the opportunity to review the subcontracting proposal in sufficient time to provide the representative a reasonable time to review the material and submit advisory recommendations prior to award. The contracting officer is responsible for ensuring that the contractor attains all subcontracting goals. Subcontracting (accomplishments) must be timely reported in the eSRS at <http://www.esrs.gov/>.



Introducing On-line Training in January 2011

The Small Business Development Program Group has developed an on-line training course that will help program managers, contracting specialists, contracting officers and all acquisition personnel to understand how to do business with small businesses (including service-disabled veteran-owned small businesses, socially economically disadvantaged small businesses (8(a) certified firms), and small disadvantaged businesses.)

The on-line training will provide resources: publications, case studies, marketing tools, sample documents, and FAA small business liaison representative points of contact.

The on-line training course will cover the following areas of interest:

- Small business laws and regulations, and commonly used terminologies.
- FAA Small Business Development Program features and its benefits.
- eFAST.

The training will be available through eLMS – the FAA's electronic learning management system at <https://elms.dot.gov/>. Refer to Course No. FAA60000099, Small Business Program.

Customer Resources

FAA employees can access sample documents available for download at <http://sboadmin.faa.gov>, and at the same site be sure to complete the Small Business Development Program Group Survey. The survey will be used to assess the effectiveness of the Small Business Development Program Group services.

Need some answers? Find help at Frequently Asked Questions located at: <http://www.sbo.faa.gov/FreqAskedQuestions.cfm>.

Annual FAA National Small Business
Procurement Opportunities
Training Conference and Trade Show



**Federal Aviation
Administration**

NEXTGEN:
Giving the World
New Ways to Fly

July 18 – 21, 2011
Atlantic City, New Jersey
Taj Mahal Conference Center
1000 Boardwalk • (800) 825-8888

This outreach event is designed specifically for small businesses seeking prime contract, subcontracting, and/or mentor-protégé procurement opportunities of all types. Workshops are information-packed and the conference forums are designed for firms to network with one another as well as with government agency procurement decision makers. All types of businesses, including large and small firms, are encouraged to participate.

Attendees

Attendee Fee:

Includes a reception, lunch, two continental breakfasts, two afternoon breaks, and conference materials. Three or more company employee attendees will receive a 10% registration discount.

On/Before Feb. 28:	\$375 Early Bird Special
March 1 - June 1:	\$425
June 2 - July 5:	\$500
On-site	\$550
Federal government**	\$100

Cancellation fees on or before June 7, 2011, are \$125 for attendees. No refunds after June 7, 2011.

Exhibitors

Exhibitor Fee:

Includes one attendee, a reception, lunch, two continental breakfasts, two afternoon breaks, an 8 x 10 booth, and conference materials.

Small business	\$899
Large business	\$1,199
Federal government**	\$100

Cancellation fees on or before June 7, 2011, are \$225 for exhibitors. No refunds after June 7, 2011.

Government agencies invited: Department of Defense, Department of Transportation, General Services Administration, National Aeronautics and Space Administration, Small Business Administration, Department of Veterans Affairs

FAA Participants: Washington Headquarters, William J. Hughes Technical Center, Mike Monroney Aeronautical Center, Eastern Service Area, Central Service Area and Western Service Area

Hosted by the William J. Hughes Technical Center and Washington Headquarters

For more information, please visit our website: www.asballiance.com

The FAA does not endorse any product, service or enterprise in connection with this event.

*Pre-registration closed after July 5

**Does not include state and local agencies

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FAA Small Business Liaison Representatives

HEADQUARTERS

Inez C. Williams
(202) 267-8862
inez.williams@faa.gov

Frederick L. Dendy
(202) 267-7454
fred.dendy@faa.gov

Lisa Floyd
(202) 267-7725
lisa.floyd@faa.gov

Gloria Rosier
(202) 267-7087
gloria.roiser@faa.gov

Lakisha Davis
(202) 267-8862
lakisha.davis@faa.gov

WILLIAM J. HUGHES TECHNICAL CENTER

Frank Mierzejewski
(609) 485-4384
frank.mierzejewski@faa.gov

MIKE MONRONEY AERONAUTICAL CENTER

Gerald Lewis
(405) 954-7704
Gerald.a.lewis@faa.gov

WESTERN SERVICE AREA

Seattle Office
Angela Mihalek
(425) 227-1150
angela.mihalek@faa.gov

CENTRAL SERVICE AREA

Fort Worth Office
Janice Wheeler
(817) 222-4333
Janice.m.wheeler@faa.gov

EASTERN SERVICE AREA

Boston Office
Kevin Hart
(781) 238-7660
Kevin.hart@faa.gov

FAA SMALL BUSINESS DEVELOPMENT PROGRAM GROUP, AJA-81

800 Independence Ave, SW
Room 715
Washington, DC 20591
Phone:
(202) 267-8862
Fax: (202) 493-4380
<http://www.sbo.faa.gov>

*Newsletter Editor
Gloria Rosier
(202) 267-7087*